

How Can I Grow in a Smaller Government Market?

**The Federal Market Outlook for
Schedule 03FAC Services**

Date: March 22, 2011

Overview

- ✓ A look back
- ✓ 03 FAC - Market Snapshot
- ✓ 03 FAC NAICS Government Market Overview
- ✓ 03FAC Market Conditions
- ✓ GSA's Sustainability impact on Schedule 03FAC
- ✓ 03FAC Solutions to achieve GSA's sustainability goal
- ✓ **Looking Ahead**
 - Upcoming 03 FAC Market Opportunities

A look Back...



Projections from Last Year's Presentation

- 👍 Insourcing will occur more intensively in the white collar workforce than in the blue collar O&M workforce.
- 👍 While the Administration plans to curtail non-security discretionary spending for three years beginning in FY11, this may not have as much an effect on CFMH sales.
- 👍 Building Commissioning as a market driver and strong revenue generator.
- 👎 White collar services will decrease

03 FAC - Market Snapshot

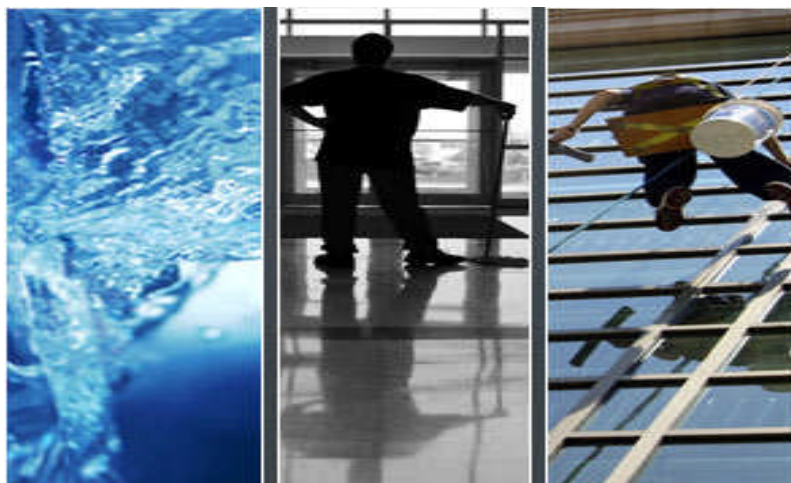
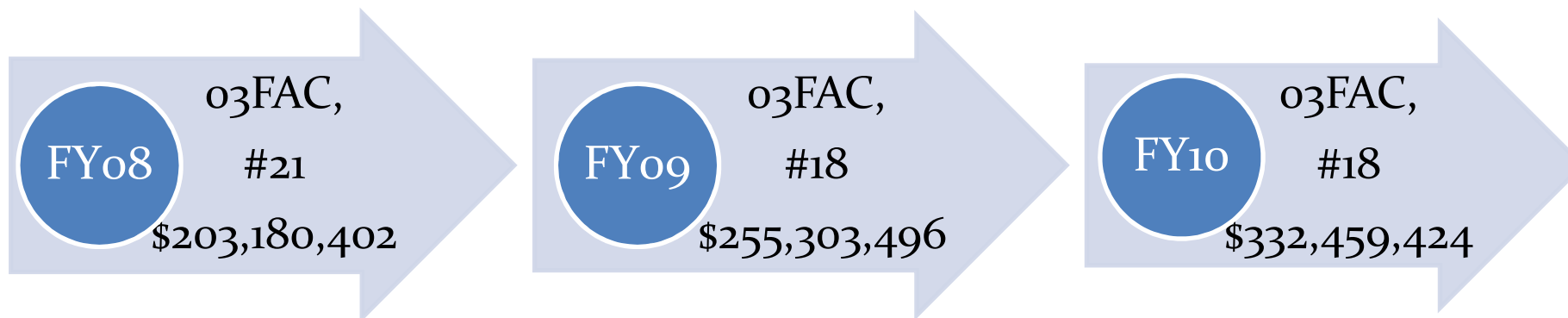


Schedule 03FAC offerings include:

- Facilities Maintenance and Management
 - (SINS: 003-01, 811-002, 811-003, 8811-006, 811-001, 541-001, 561-001, 561-002, 811-004, 811-005, 371-001, 371-002, 371-003, 371-004, 003-100)
- Energy Management Services
 - (SINS: 871 202, 871 203, 871 204, 871 205, 871 206, 871 207, 871 208, 871 209, 871 210, 871 211, 871 299, 871 100)
- Industrial, Aerospace, and Marine Painting
 - (SINS: 801 001, 801 002)
- Dockside Facilities Maintenance
 - (SINS: 812 001, 812 002)
- Fire Alarm and Fire Suppression Systems Maintenance
 - (SINS: 561 001)
- Elevator and Escalator Inspection/Maintenance
 - (SINS: 811-001)
- Grounds (including Cemetery) Maintenance
 - (SINS 371-001)
- Pest Control
 - (371 003)

Source: www.gsa.gov and ELibrary

Schedule Ranking



Source: WMG Analysis of SSQ data

Annual Changes FY2009 - 2010

Schedule 03 FAC

- Overall Growth:  30%



Growth
Amount:
\$77,155,928

Source: WMG Analysis of SSQ data

Top 20 03 FAC Contract Holders

| FY10 RANK | FY09 RANK | CONTRACT | COMPANY | Fy10 TOTAL |
|---|-----------|------------|----------------------------------|---------------|
| 1 | 2 | GS06F0035R | EMCOR GOVERNMENT SERVICES, INC. | \$22,698,801 |
| 2 | 3 | GS06F0079R | TRANE U.S. INC. | \$17,653,046 |
| 3 | 34 | GS06F0023R | EATON CORPORATION | \$13,174,506 |
| 4 | 1 | GS06F0054N | SIMPLEX GRINNELL LLP | \$13,005,036 |
| 5 | 4 | GS10F0359L | GEO-MARINE, INC. | \$11,331,603 |
| 6 | 7 | GS06F0013R | BROOKS RANGE CONTRACT SERVICES, | \$10,318,957 |
| 7 | 8 | GS06F0028R | WW CONTRACTORS, INCORPORATED | \$9,309,784 |
| 8 | 13 | GS06F0025R | L B & B ASSOCIATES INC. | \$9,088,446 |
| 9 | 9 | GS06F0009S | ALL STAR FACILITY SERVICES, LLC | \$8,691,132 |
| 10 | 6 | GS06F0069N | ABM INDUSTRIES INCORPORATED | \$8,360,061 |
| 11 | 5 | GS06F0029P | AAA COMPLETE BUILDING SERVICES, | \$8,201,537 |
| 12 | 10 | GS06F0038S | UNICCO GOVERNMENT SERVICES, INC. | \$8,072,259 |
| 13 | 11 | GS10F0346L | TETRA TECH EM, INC. | \$7,666,667 |
| 14 | 12 | GS06F0060P | JOHNSON CONTROLS, INC | \$6,693,315 |
| 15 | 37 | GS06F0051P | RAVEN SERVICES CORPORATION | \$6,485,592 |
| 16 | 15 | GS06F0028P | NORTHROP GRUMMAN ENTERPRISE MANA | \$6,362,142 |
| 17 | 14 | GS06F0043R | FARRELLY BUILDING SERVICES, INC | \$5,707,987 |
| 18 | 30 | GS06F0068N | BEN FITZGERALD REAL ESTATE SERVI | \$5,606,520 |
| 19 | 29 | GS06F0046S | DELTA BUILDING SERVICES, INC. | \$4,926,362 |
| 20 | 28 | GS06F0076M | TRUGREEN LANDCARE L.L.C. | \$4,919,330 |
| Top 20 Schedule 03FAC Contractors' Market Share | | | | \$188,273,083 |
| Total Schedule 03 FAC Market Share | | | | \$332,459,424 |

Source: WMG Analysis of SSQ data

03FAC –SIN \$ALES analysis (1)

| SIN | SIN Description | Number of Contractors Currently on Schedule | FY09 Total | FY10 Total | % Change |
|---------|---|---|--------------|---------------|----------|
| 811 002 | Complete Facilities Maintenance | 140 | \$90,091,704 | \$122,619,963 | 36% |
| 811 003 | Complete Facilities Management | 94 | \$39,978,223 | \$43,125,467 | 8% |
| 811 005 | Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance | 138 | \$25,734,158 | \$32,508,553 | 26% |
| 811 001 | Elevator and Escalator Preventative Maintenance | 17 | \$16,625,099 | \$18,039,320 | 9% |
| 871 209 | Innovations in Energy | 84 | \$804,130 | \$16,961,409 | 2009% |
| 371 001 | Grounds Maintenance | 47 | \$9,451,328 | \$12,063,648 | 28% |
| 003 97 | Ancillary Repair and Alterations | 148 | \$10,460,164 | \$10,482,104 | 0% |
| 561 001 | Fire Alarm System Preventative Maintenance and Repair Services | 19 | \$10,563,292 | \$9,326,910 | -12% |
| 871 202 | Energy Management Planning and Strategies | 110 | \$2,655,320 | \$8,586,033 | 223% |
| 871 207 | Energy Audit Services | 113 | \$1,483,980 | \$8,462,325 | 470% |
| 811 004 | Electrical and all Utility Services limited to Facility Maintenance | 100 | \$7,639,431 | \$7,768,896 | 2% |
| 871 206 | Building Commissioning Services | 105 | \$1,776,223 | \$6,989,590 | 294% |

Source: WMG Analysis of SSQ data

03FAC –SIN \$ALES analysis(2)

| SIN | SIN Description | Contractors Currently on Schedule | FY09 Total | FY10 Total | % Change |
|----------|--|-----------------------------------|-------------|-------------|----------|
| 371 002 | Tree Planting/Trimming/Removal | 40 | \$5,758,221 | \$6,355,454 | 10% |
| 561 002 | Water Based Fire Suppression System Preventative Maintenance and Repair Services | 15 | \$6,535,930 | \$6,035,681 | -8% |
| 800 1000 | Energy Management, Water Conservation and Support Services | Unlisted | \$4,052,175 | \$4,143,890 | 2% |
| 871 210 | Water Conservation | 71 | \$400,251 | \$2,979,556 | 644% |
| 871 205 | Energy Program Support Services | 89 | \$912,937 | \$2,639,155 | 189% |
| 871 208 | Resource Efficiency Management (REM) | 80 | \$2,264,391 | \$2,534,693 | 12% |
| 371 003 | Pest Control | 30 | \$2,025,518 | \$2,313,631 | 14% |
| 871 204 | Metering Services | 67 | \$468,838 | \$1,751,952 | 274% |
| 811 1000 | Other Direct Costs | Unlisted | \$3,411,020 | \$1,527,680 | -55% |
| 541 099 | Introduction of New Services | 21 | \$1,665,107 | \$1,500,619 | -10% |
| 871 203 | Training on Energy Management | 77 | \$420,152 | \$976,116 | 132% |

Source: WMG Analysis of SSQ data

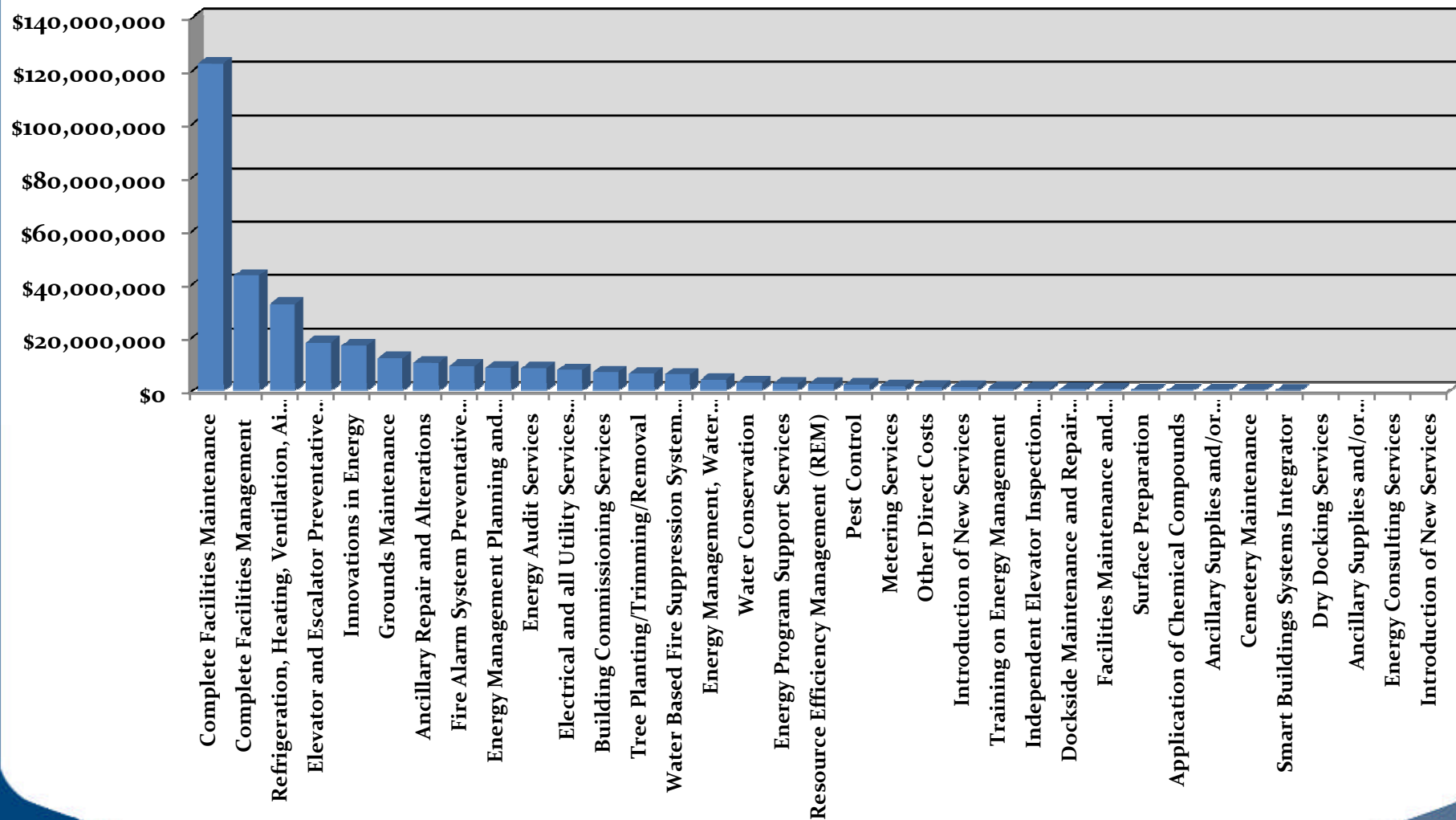
03FAC –SIN \$ALES analysis(3)

| SIN | SIN Description | Contractors Currently on Schedule | FY09 Total | FY10 Total | % Change |
|--------------------|---|---|----------------------|----------------------|------------|
| 541 001 | Independent Elevator Inspection Services | 10 | \$802,769 | \$852,483 | 6% |
| 812 002 | Dockside Maintenance and Repair Services | 18 | \$736,365 | \$661,467 | -10% |
| 811 006 | Facilities Maintenance and Management Consulting | 59 | \$0 | \$532,713 | |
| 801 001 | Surface Preparation | 13 | \$133,167 | \$200,637 | 51% |
| 801 002 | Application of Chemical Compounds | 13 | \$72,716 | \$181,446 | 150% |
| 003 100 | Ancillary Supplies and/or Services, Relating to Fac. Maint /Mngt. Solutions For Real Property, Dockside Facilities Maint, Repair Services And Dry Docking Solutions and Industrial, Aerospace And Marine Coating Solutions | 36 | \$0 | \$173,715 | - |
| 371 004 | Cemetery Maintenance | 30 | \$136,399 | \$140,298 | 3% |
| 003 01 | Smart Buildings Systems Integrator | 6 | | \$24,020 | - |
| 812 001 | Dry Docking Services | 8 | \$0 | \$0 | - |
| 871 201 | Energy Audit Services | - | \$5,861,916 | \$0 | - |
| 871 200 | Energy Management Program Support | - | \$2,382,572 | \$0 | |
| 871 100 | Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services | 31 | \$0 | \$0 | - |
| 871 211 | Energy Consulting Services | 22 | \$0 | \$0 | - |
| 871 299 | Introduction of New Services | 35 | \$0 | \$0 | - |
| Grand Total | | | \$255,303,496 | \$332,459,424 | 30% |

Source: WMG Analysis of SSQ

Note: SINS 871-201, 871-200 were deleted in solicitation refresh 14 (3/2010). Combine revenue in FY09 = \$8,244,488. SIN 800 100, 811 1000 have been deleted in refresh 15 2/2011. Combined revenue = \$5,671,570

03FAC –SIN \$ALES analysis (GFY2010)



Source: WMG Analysis of SSQ data

SIN and NAICS Solicitation match-up

As of Refresh 15, Dated: February 8, 2011 (1)

| SIN | SIN Description | NAICS | NAICS Description |
|---------|--|--------|---|
| 812 001 | Dry Docking Services | 531120 | Lessors of Nonresidential Buildings |
| 812 002 | Dockside Maintenance and Repair Services | 336611 | Ship Building and Repairing |
| 871 100 | Ancillary Supplies and/or Services, Relating to Energy Management, Water Conservation and Support Services | 541330 | Engineering Services |
| 871 202 | Energy Management Planning and Strategies | 541618 | Other Management Consulting Services |
| 871 203 | Training on Energy Management | 611430 | Professional and Management Development Training |
| 871 204 | Metering Services | 561990 | All Other Support Services |
| 871 205 | Energy Program Support Services | 561990 | All Other Support Services |
| 871 206 | Building Commissioning Services | 541380 | Testing Laboratories |
| 871 207 | Energy Audit Services | 541330 | Engineering Services |
| 871 208 | Resource Efficiency Management (REM) | 541618 | Other Management Consulting Services |
| 871 209 | Innovations in Energy | 541330 | Engineering Services |
| 871 210 | Water Conservation | 238220 | Plumbing, Heating, and Air-Conditioning Contractors |
| 871 211 | Energy Consulting Services | 541690 | Other Scientific and Technical Consulting Services |
| 871 299 | Introduction of New Services | 541330 | Engineering Services |
| 003 01 | Smart Buildings Systems Integrator | 541690 | Other Scientific and Technical Consulting Services |
| 003 97 | Ancillary Repair and Alterations | 561210 | Facilities Support Services |

SIN and NAICS Solicitation match-up

As of Refresh 15, Dated: February 8, 2011 (2)

| SIN | SIN Description | NAICS | NAICS Description |
|---------|--|--------|--|
| 003 100 | Ancillary Supplies and/or Services, Relating to Facilities Maintenance And Management Solutions For Real Property, Dockside Facilities Maintenance, Repair Services And Dry Docking Solutions and Industrial, Aerospace And Marine Coating Solutions | 561210 | Facilities Support Services |
| 371 001 | Grounds Maintenance | 561730 | Landscaping Services |
| 371 002 | Tree Planting/Trimming/Removal | 561730 | Landscaping Services |
| 371 003 | Pest Control | 561710 | Exterminating and Pest Control Services |
| 371 004 | Cemetery Maintenance | 812220 | Cemeteries and Crematories |
| 541 001 | Independent Elevator Inspection Services | 541350 | Building Inspection Services |
| 541 099 | Introduction of New Services | 541350 | Building Inspection Services |
| 561 001 | Fire Alarm System Preventative Maintenance and Repair Services | 561621 | Security Systems Services (except Locksmiths) |
| 561 002 | Water Based Fire Suppression System Preventative Maintenance and Repair Services | 561621 | Security Systems Services (except Locksmiths) |
| 811 001 | Elevator and Escalator Preventative Maintenance | 332812 | Metal Coating, Engraving |
| 811 002 | Complete Facilities Maintenance | 561210 | Facilities Support Services |
| 811 003 | Complete Facilities Management | 561210 | Facilities Support Services |
| 811 004 | Electrical and all Utility Services limited to Facility Maintenance | 238210 | Electrical Contractors and Other Wiring Installation Contractors |
| 811 005 | Refrigeration, Heating, Ventilation, Air Conditioner, Boiler and Chiller HVAC Maintenance | 238220 | Plumbing, Heating, and Air-Conditioning Contractors |
| 811 006 | Facilities Maintenance and Management Consulting | 541611 | Administrative Management and General Management Consulting |
| 801 001 | Surface Preparation | 811121 | Automotive Body, Paint and Interior Repair and Maintenance |
| 801 002 | Application of Chemical Compounds | 332812 | Metal Coating, Engraving |

03 FAC NAICS Government Market Overview



03FAC - Government Market Methodology

- This report includes an analysis of the **sales by NAICS, top purchasing agencies, top contractors, top contracting offices, top places of performance, top NAICS by top customer, and agency small business set-asides** for Facilities Maintenance based on North American Industry Classification System (NAICS) codes.
- Data contained in FPDS reflects reported government spending for prime contract actions above \$25,000.
- **FY2010 FPDS data is approximately 90% reported by agencies at this time. SSQ data for FY10 is complete.**

Government-wide Sales by 03FAC NAICS Code

| RANK | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|-------------|------------|---|------------------|
| 1 | 541330 | ENGINEERING SERVICES | \$32,341,527,970 |
| 2 | 561210 | FACILITIES SUPPORT SERVICES | \$22,701,303,635 |
| 3 | 336611 | SHIP BUILDING AND REPAIRING | \$11,175,447,787 |
| 4 | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$4,432,666,565 |
| 5 | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$1,968,615,985 |
| 6 | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$1,965,323,063 |
| 7 | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$1,405,014,657 |
| 8 | 561499 | ALL OTHER SUPPORT SERVICES | \$1,166,730,208 |
| 9 | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$773,839,829 |
| 10 | 561611 | INVESTIGATION SERVICES | \$550,539,980 |
| 11 | 541380 | TESTING LABORATORIES | \$465,201,878 |
| 12 | 561730 | LANDSCAPING SERVICES | \$359,284,158 |
| 13 | 541350 | BUILDING INSPECTION SERVICES | \$61,090,567 |
| 14 | 332812 | METAL COATING, ENGRAVING (EXCEPT JEWELRY AND SILVERWARE), AND ALLIED SERVICES TO MANUFACTURERS | \$35,071,431 |
| 15 | 561710 | EXTERMINATING AND PEST CONTROL SERVICES | \$29,492,181 |
| 16 | 811121 | AUTOMOTIVE BODY, PAINT, AND INTERIOR REPAIR AND MAINTENANCE | \$14,195,181 |
| 17 | 812220 | CEMETERIES AND CREMATORIES | \$1,194,424 |
| GRAND TOTAL | | | \$79,446,539,499 |

Top 20 Purchasing Agencies by 03FAC NAICS Codes

| RANK | AGENCY | FY10 TOTAL |
|----------------------------------|---|------------------|
| 1 | DEPARTMENT OF THE NAVY | \$23,903,189,950 |
| 2 | DEPARTMENT OF THE ARMY | \$19,694,733,440 |
| 3 | DEPARTMENT OF ENERGY | \$8,632,549,644 |
| 4 | DEPARTMENT OF THE AIR FORCE | \$6,990,792,967 |
| 5 | PUBLIC BUILDINGS SERVICE | \$4,830,109,397 |
| 6 | NATIONAL AERONAUTICS AND SPACE ADMINISTRATION | \$2,322,065,752 |
| 7 | AGENCY FOR INTERNATIONAL DEVELOPMENT | \$1,230,621,657 |
| 8 | DEPARTMENT OF STATE | \$975,845,811 |
| 9 | NATIONAL INSTITUTES OF HEALTH | \$925,608,883 |
| 10 | FEDERAL AVIATION ADMINISTRATION | \$842,089,012 |
| 11 | OFFICE OF PERSONNEL MANAGEMENT | \$798,814,269 |
| 12 | U.S. COAST GUARD | \$741,031,274 |
| 13 | VETERANS AFFAIRS, DEPARTMENT OF | \$624,591,335 |
| 14 | FEDERAL PRISON SYSTEM | \$566,695,972 |
| 15 | DEPARTMENT OF HOMELAND SECURITY | \$343,757,922 |
| 16 | U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) | \$319,813,573 |
| 17 | DEFENSE MICROELECTRONICS ACTIVITY (DMEA) | \$299,458,319 |
| 18 | NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION | \$293,042,523 |
| 19 | MISSILE DEFENSE AGENCY (MDA) | \$277,670,118 |
| 20 | BUREAU OF IMMIGRATION AND CUSTOMS ENFORCEMENT | \$268,813,826 |
| Top 20 Purchasing Agencies Total | | \$74,881,295,644 |
| O3 FAC NAICS Grand Total | | \$79,446,539,499 |

Top 20 Contractors by 03FAC NAICS Codes

| FY10 RANK by NAICS | FY10 RANK by Schedule | CONTRACTOR | FY10 TOTAL |
|--------------------------|--------------------------|---|------------------|
| 1 | 16 | NORTHROP GRUMMAN | \$3,426,956,925 |
| 2 | 332 | KELLOGG BROWN & ROOT SERVICES, INC. | \$3,384,557,611 |
| 3 | N/S | ELECTRIC BOAT CORPORATION | \$3,267,798,150 |
| 4 | N/S | LOCKHEED MARTIN | \$2,344,750,840 |
| 5 | N/S | CACI | \$2,189,202,520 |
| 6 | N/S | LOS ALAMOS NATIONAL SECURITY LLC | \$2,134,179,303 |
| 7 | 335 | SAIC | \$1,841,919,486 |
| 8 | N/S | UT-BATTELLE LLC | \$1,537,644,638 |
| 9 | N/S | BABCOCK & WILCOX TECHNICAL SERVICES PANTEX, L L C | \$1,404,937,999 |
| 10 | N/S | DYNCORP INTERNATIONAL LIMITED LIABILITY COMPANY | \$1,390,639,853 |
| 11 | N/S | FLUOR INTERCONTINENTAL INCORPORATED | \$1,299,941,962 |
| 12 | N/S | BAE SYSTEMS | \$1,282,054,549 |
| 13 | N/S | BECHTEL CORPORATION | \$1,225,672,736 |
| 14 | N/S | HONEYWELL | \$1,074,347,039 |
| 15 | N/S | BOEING | \$1,051,849,056 |
| 16 | N/S | RAYTHEON TECHNICAL SERVICES COMPANY LLC | \$1,027,651,973 |
| 17 | N/S | NATIONAL STEEL & SHIPBUILDING | \$1,003,703,164 |
| 18 | 92 | BOOZ ALLEN HAMILTON | \$926,532,670 |
| 19 | N/S | SAVANNAH RIVER NUCLEAR SOLUTIONS, LLC | \$884,502,713 |
| 20 | 314 | JACOBS TECHNOLOGY INC | \$825,858,677 |
| Top 20 Contractors Total | | | \$33,524,701,864 |
| 03 FAC NAICS Grand Total | | | \$79,446,539,499 |

N/S = No 03FAC Schedule Contract

Top 20 Contracting Office Locations by 03FAC NAICS Codes

| RANK | CONTRACTING OFFICE NAME | AGENCY | TOTAL |
|---|--------------------------------------|------------------------------|------------------|
| 1 | NAVSEA HQ | DEPARTMENT OF THE NAVY | \$10,245,768,253 |
| 2 | W4MM USA JOINT MUNITIONS CMD | DEPARTMENT OF THE ARMY | \$6,343,100,474 |
| 3 | W6QK CECOM CONTR CTR | DEPARTMENT OF THE ARMY | \$2,865,820,539 |
| 4 | LOS ALAMOS SITE OFFICE | DEPARTMENT OF ENERGY | \$2,134,179,303 |
| 5 | W4GG HQ US ARMY TACOM | DEPARTMENT OF THE ARMY | \$1,787,478,666 |
| 6 | OAK RIDGE OFFICE (OFFICE OF SCIENCE) | DEPARTMENT OF ENERGY | \$1,740,186,569 |
| 7 | SPACE AND NAVAL WARFARE SYSTEMS CEN | DEPARTMENT OF THE NAVY | \$1,472,010,716 |
| 8 | GSA/PUBLIC BUILDINGS SERVICE LEASING | PUBLIC BUILDINGS SERVICE | \$1,370,983,699 |
| 9 | W0H9 US ARMY AVN & MISSILES CMD | DEPARTMENT OF THE ARMY | \$1,295,412,245 |
| 10 | AGENCY FOR INTERNATIONAL DEVELOPMENT | AGENCY FOR INTNL DEVELOPMENT | \$1,230,621,657 |
| 11 | NAVAL AIR WARFARE CENTER AIR DIV | DEPARTMENT OF THE NAVY | \$1,169,412,169 |
| 12 | GSA/PUBLIC BUILDINGS SERVICE | PUBLIC BUILDINGS SERVICE | \$1,156,484,637 |
| 13 | SPACE AND NAVAL WARFARE SYSTEMS | DEPARTMENT OF THE NAVY | \$1,109,819,261 |
| 14 | XR W6EC PEO STRI ORLANDO | DEPARTMENT OF THE ARMY | \$1,105,028,968 |
| 15 | OFFICE OF ACQUISITION MGMT - MA | STATE, DEPARTMENT OF | \$918,262,490 |
| 16 | STRATEGIC SYSTEMS PROGRAMS | DEPARTMENT OF THE NAVY | \$909,440,803 |
| 17 | SAVANNAH RIVER OPERATIONS OFFICE | DEPARTMENT OF ENERGY | \$881,462,883 |
| 18 | OAK RIDGE SITE OFFICE (NNSA) | DEPARTMENT OF ENERGY | \$879,537,802 |
| 19 | FA8802 HQ SMC PIK | DEPARTMENT OF THE AIR FORCE | \$870,267,650 |
| 20 | DEPT OF TRANS/FEDERAL AVIATION ADMIN | FEDERAL AVIATION ADMIN. | \$842,089,012 |
| Top 20 Contracting Office Locations Total | | | \$40,327,367,795 |
| 03 FAC NAICS Grand Total | | | \$79,446,539,499 |

Top 20 Places of Performance by 03FAC NAICS Codes

| RANK | CITY | STATE | FY10 TOTAL |
|------------------------------------|----------------------|-------|------------------|
| 1 | GROTON | CT | \$3,269,521,049 |
| 2 | SAN DIEGO | CA | \$3,000,862,055 |
| 3 | OAK RIDGE | TN | \$2,713,553,589 |
| 4 | WASHINGTON | DC | \$2,329,366,722 |
| 5 | NEWPORT NEWS | VA | \$2,309,791,733 |
| 6 | LOS ALAMOS | NM | \$2,135,627,750 |
| 7 | SAINT LOUIS | MO | \$1,927,240,174 |
| 8 | ARLINGTON | VA | \$1,507,005,416 |
| 9 | MC LEAN | VA | \$1,153,034,900 |
| 10 | HUNTSVILLE | AL | \$1,008,035,651 |
| 11 | CHANTILLY | VA | \$962,502,584 |
| 12 | NORFOLK | VA | \$916,914,277 |
| 13 | AIKEN | SC | \$886,175,807 |
| 14 | PATUXENT RIVER | MD | \$859,260,801 |
| 15 | WASHINGTON NAVY YARD | DC | \$782,229,170 |
| 16 | KANSAS CITY | MO | \$755,172,878 |
| 17 | ORLANDO | FL | \$685,525,373 |
| 18 | NORTH CHARLESTON | SC | \$655,328,965 |
| 19 | AMARILLO | TX | \$654,374,619 |
| 20 | ALEXANDRIA | VA | \$643,916,551 |
| Top 20 Places of Performance Total | | | \$29,155,440,064 |
| 03 FAC NAICS Grand Total | | | \$79,446,539,499 |

Top 10 Customers/NAICS by 03FAC NAICS Codes (1)

| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|-------------|------------|---|------------------|
| DEPT OF | 541330 | ENGINEERING SERVICES | \$12,265,564,510 |
| THE NAVY | 336611 | SHIP BUILDING AND REPAIRING | \$10,374,872,310 |
| | 561210 | FACILITIES SUPPORT SERVICES | \$786,967,542 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$97,322,576 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$93,380,989 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$85,684,178 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$70,476,017 |
| | 541380 | TESTING LABORATORIES | \$51,802,104 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$36,997,718 |
| | 561730 | LANDSCAPING SERVICES | \$25,357,569 |
| GRAND TOTAL | | | \$23,888,425,514 |
| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
| DEPT OF | 541330 | ENGINEERING SERVICES | \$9,586,108,363 |
| THE ARMY | 561210 | FACILITIES SUPPORT SERVICES | \$8,556,290,869 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$377,868,343 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$359,122,786 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$251,514,846 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$195,231,508 |
| | 336611 | SHIP BUILDING AND REPAIRING | \$102,434,539 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$94,328,452 |
| | 561730 | LANDSCAPING SERVICES | \$90,646,835 |
| | 541380 | TESTING LABORATORIES | \$36,702,416 |
| GRAND TOTAL | | | \$19,650,248,957 |

Top 10 Customers/NAICS by o3FAC NAICS Codes (2)

| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|----------------------------------|------------|---|------------------------|
| DEPARTMENT OF ENERGY | 561210 | FACILITIES SUPPORT SERVICES | \$8,215,036,432 |
| | 541330 | ENGINEERING SERVICES | \$252,985,055 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$65,267,263 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$37,295,896 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$25,178,479 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$22,474,564 |
| | 561730 | LANDSCAPING SERVICES | \$6,915,455 |
| | 332812 | METAL COATING, ENGRAVING (EXCEPT JEWELRY AND SILVERWARE), AND ALLIED SERVICES TO MANUFACTURERS | \$2,479,147 |
| | 541380 | TESTING LABORATORIES | \$2,218,302 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$1,997,040 |
| GRAND TOTAL | | | \$8,631,847,634 |
| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
| DEPT OF THE AIR FORCE | 541330 | ENGINEERING SERVICES | \$4,591,824,916 |
| | 561210 | FACILITIES SUPPORT SERVICES | \$1,640,919,655 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$162,423,115 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$139,492,231 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$110,644,323 |
| | 541380 | TESTING LABORATORIES | \$99,482,661 |
| | 561730 | LANDSCAPING SERVICES | \$82,128,637 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$62,897,531 |
| | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$61,251,951 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$34,788,563 |
| GRAND TOTAL | | | \$6,985,853,583 |

Top 10 Customers/NAICS by o3FAC NAICS Codes (3)

| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|--------------------|------------|--|------------------------|
| PUBLIC | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$4,110,570,557 |
| BUILDINGS | 561210 | FACILITIES SUPPORT SERVICES | \$279,315,663 |
| SERVICE | 541330 | ENGINEERING SERVICES | \$210,425,643 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$148,294,431 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$26,868,064 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$19,866,999 |
| | 561730 | LANDSCAPING SERVICES | \$12,028,235 |
| | 332812 | METAL COATING, ENGRAVING (EXCEPT JEWELRY AND SILVERWARE), AND ALLIED SERVICES TO MANUFACTURERS | \$7,031,447 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$4,684,664 |
| | 541350 | BUILDING INSPECTION SERVICES | \$4,394,151 |
| GRAND TOTAL | | | \$4,823,479,853 |
| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
| NASA | 541330 | ENGINEERING SERVICES | \$1,506,233,554 |
| | 561210 | FACILITIES SUPPORT SERVICES | \$633,944,769 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$123,335,305 |
| | 541380 | TESTING LABORATORIES | \$29,299,125 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$12,795,151 |
| | 561730 | LANDSCAPING SERVICES | \$5,849,086 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$2,477,375 |
| | 336611 | SHIP BUILDING AND REPAIRING | \$2,438,044 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$2,225,665 |
| | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$2,107,807 |
| GRAND TOTAL | | | \$2,320,705,880 |

Top 10 Customers/NAICS by o3FAC NAICS Codes (4)

| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|----------------------|------------|---|------------------------|
| AGENCY FOR | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$709,248,106 |
| INTERNATIONAL | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$172,068,456 |
| DEVELOPMENT | 541330 | ENGINEERING SERVICES | \$155,826,667 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$145,028,230 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$31,973,658 |
| | 561710 | EXTERMINATING AND PEST CONTROL SERVICES | \$8,181,996 |
| | 332812 | METAL COATING, ENGRAVING (EXCEPT JEWELRY AND SILVERWARE), AND ALLIED SERVICES TO MANUFACTURERS | \$4,416,374 |
| | 561210 | FACILITIES SUPPORT SERVICES | \$1,846,351 |
| | 561611 | INVESTIGATION SERVICES | \$933,459 |
| | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$586,673 |
| GRAND TOTAL | | | \$1,230,109,970 |
| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
| DEPT OF | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$186,039,000 |
| STATE | 541330 | ENGINEERING SERVICES | \$144,945,053 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$61,887,100 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$36,109,835 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$27,604,880 |
| | 561611 | INVESTIGATION SERVICES | \$25,996,931 |
| | 561730 | LANDSCAPING SERVICES | \$8,468,217 |
| | 541350 | BUILDING INSPECTION SERVICES | \$6,651,203 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$2,981,749 |
| GRAND TOTAL | | | \$500,683,968 |

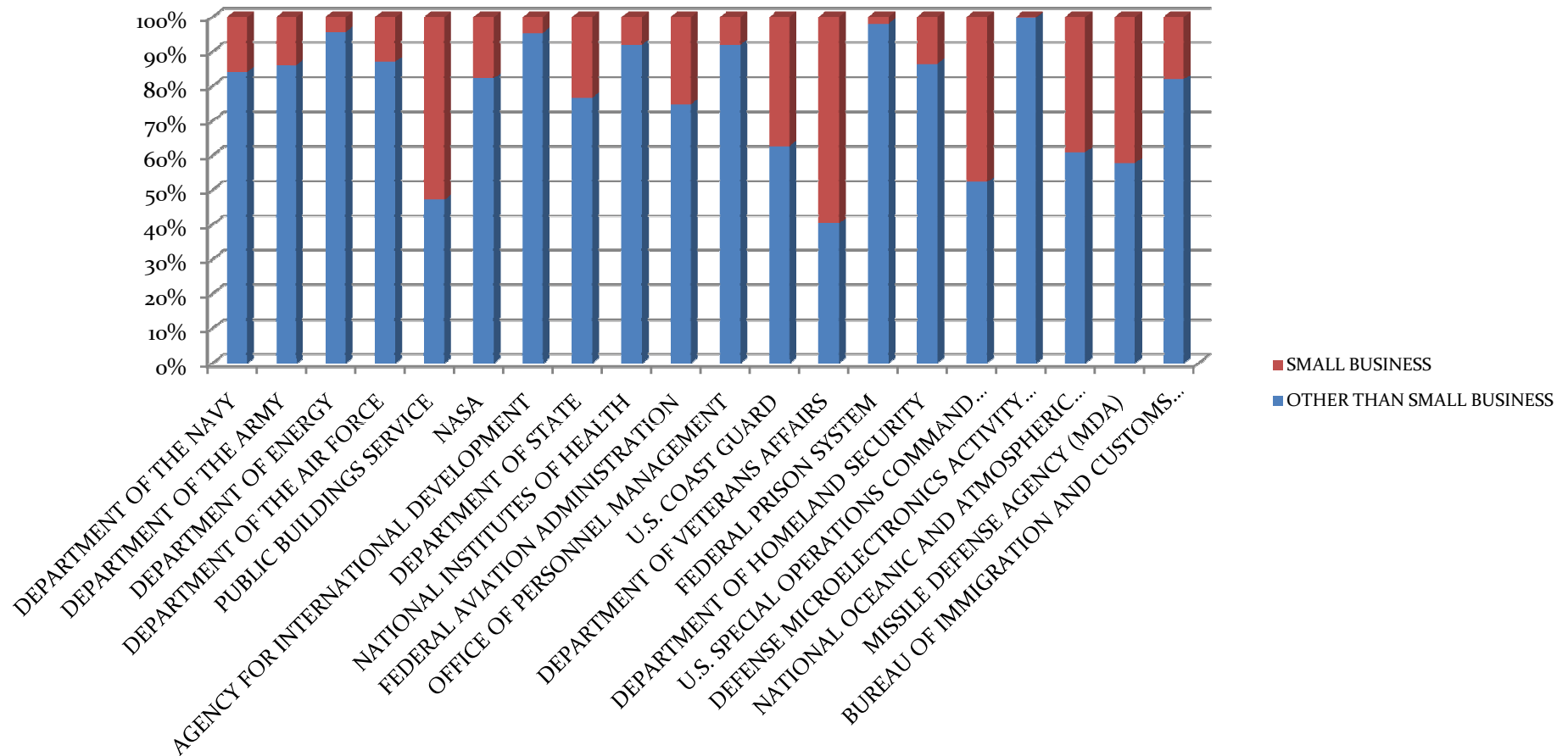
Top 10 Customers/NAICS by o3FAC NAICS Codes (5)

| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
|-----------------------|------------|---|----------------------|
| NATIONAL | 561210 | FACILITIES SUPPORT SERVICES | \$620,014,545 |
| INSTITUTES | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$123,964,643 |
| OF HEALTH | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$80,543,389 |
| | 541380 | TESTING LABORATORIES | \$52,774,546 |
| | 541330 | ENGINEERING SERVICES | \$30,719,198 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$4,501,763 |
| | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$4,011,290 |
| | 561611 | INVESTIGATION SERVICES | \$3,560,333 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$3,278,831 |
| | 561730 | LANDSCAPING SERVICES | \$766,368 |
| GRAND TOTAL | | | \$924,134,905 |
| AGENCY | NAICS CODE | NAICS DESCRIPTION | FY10 TOTAL |
| FEDERAL | 541330 | ENGINEERING SERVICES | \$620,568,518 |
| AVIATION | 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$134,146,194 |
| ADMINISTRATION | 531120 | LESSORS OF NONRESIDENTIAL BUILDINGS (EXCEPT MINIWAREHOUSES) | \$22,384,151 |
| | 561210 | FACILITIES SUPPORT SERVICES | \$19,969,126 |
| | 561499 | ALL OTHER SUPPORT SERVICES | \$12,669,919 |
| | 541618 | OTHER MANAGEMENT CONSULTING SERVICES | \$8,969,036 |
| | 541690 | OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES | \$7,130,023 |
| | 238220 | PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS | \$6,992,917 |
| | 541380 | TESTING LABORATORIES | \$6,804,520 |
| | 561730 | LANDSCAPING SERVICES | \$2,243,578 |
| GRAND TOTAL | | | \$841,877,982 |

Small Business Revenue by Top 20 Agencies using o3FAC NAICS Codes

| RANK | AGENCY | SMALL BUSINESS | OTHER THAN SMALL BUSINESS | FY10 TOTAL |
|-------------|---|------------------|---------------------------|------------------|
| 1 | DEPARTMENT OF THE NAVY | \$3,814,317,552 | \$20,088,872,641 | \$23,903,189,950 |
| 2 | DEPARTMENT OF THE ARMY | \$2,766,301,301 | \$16,928,432,139 | \$19,694,733,440 |
| 3 | DEPARTMENT OF ENERGY | \$378,434,226 | \$8,254,115,418 | \$8,632,549,644 |
| 4 | DEPARTMENT OF THE AIR FORCE | \$917,533,413 | \$6,073,259,553 | \$6,990,792,967 |
| 5 | PUBLIC BUILDINGS SERVICE | \$2,550,388,572 | \$2,279,720,825 | \$4,830,109,397 |
| 6 | NASA | \$413,524,251 | \$1,908,541,501 | \$2,322,065,752 |
| 7 | AGENCY FOR INTERNATIONAL DEVELOPMENT | \$57,257,479 | \$1,173,364,178 | \$1,230,621,657 |
| 8 | DEPARTMENT OF STATE | \$227,787,240 | \$748,095,502 | \$975,845,811 |
| 9 | NATIONAL INSTITUTES OF HEALTH | \$76,347,355 | \$849,261,528 | \$925,608,883 |
| 10 | FEDERAL AVIATION ADMINISTRATION | \$214,123,121 | \$627,965,891 | \$842,089,012 |
| 11 | OFFICE OF PERSONNEL MANAGEMENT | \$65,829,337 | \$732,984,932 | \$798,814,269 |
| 12 | U.S. COAST GUARD | \$277,952,494 | \$463,078,780 | \$741,031,274 |
| 13 | DEPARTMENT OF VETERANS AFFAIRS | \$373,210,323 | \$251,381,012 | \$624,591,335 |
| 14 | FEDERAL PRISON SYSTEM | \$11,969,188 | \$554,726,784 | \$566,695,972 |
| 15 | DEPARTMENT OF HOMELAND SECURITY | \$47,286,092 | \$296,471,830 | \$343,757,922 |
| 16 | U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) | \$153,075,461 | \$166,738,112 | \$319,813,573 |
| 17 | DEFENSE MICROELECTRONICS ACTIVITY (DMEA) | \$770,267 | \$298,688,052 | \$299,458,319 |
| 18 | NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION | \$114,915,315 | \$178,127,208 | \$293,042,523 |
| 19 | MISSILE DEFENSE AGENCY (MDA) | \$117,666,911 | \$160,003,207 | \$277,670,118 |
| 20 | BUREAU OF IMMIGRATION AND CUSTOMS ENFORCEMENT | \$48,718,304 | \$220,095,522 | \$268,813,826 |
| GRAND TOTAL | | \$12,627,408,202 | \$62,253,924,617 | \$74,881,295,644 |

Small Business Percentage by Top 20 Agencies using o3FAC NAICS Codes (FY10)



Service Disabled Veteran Owned Revenue by Top 20 Agencies using 03FAC NAICS Codes

| RANK | AGENCY | SMALL DISADVANTAGED VETERAN OWNED | OTHER THAN SMALL DISADVANTAGED VETERAN OWNED | FY10 TOTAL |
|-------------|--|---|---|------------------|
| 1 | DEPARTMENT OF THE NAVY | \$203,353,093 | \$23,699,836,857 | \$23,903,189,950 |
| 2 | DEPARTMENT OF THE ARMY | \$423,168,993 | \$19,271,564,446 | \$19,694,733,440 |
| 3 | DEPARTMENT OF ENERGY | -\$13,748,754 | \$8,646,298,398 | \$8,632,549,644 |
| 4 | DEPARTMENT OF THE AIR FORCE | \$65,200,546 | \$6,925,592,420 | \$6,990,792,967 |
| 5 | PUBLIC BUILDINGS SERVICE | \$21,071,718 | \$4,809,037,679 | \$4,830,109,397 |
| 6 | NASA | \$29,786,706 | \$2,292,279,046 | \$2,322,065,752 |
| 7 | AGENCY FOR INTERNATIONAL DEVELOPMENT | \$500,000 | \$1,230,121,657 | \$1,230,621,657 |
| 8 | DEPARTMENT OF STATE | \$29,868,634 | \$945,977,177 | \$975,845,811 |
| 9 | NATIONAL INSTITUTES OF HEALTH | \$1,877,874 | \$923,731,008 | \$925,608,883 |
| 10 | FEDERAL AVIATION ADMINISTRATION | \$6,133,534 | \$835,955,479 | \$842,089,012 |
| 11 | OFFICE OF PERSONNEL MANAGEMENT | \$89,281 | \$798,724,988 | \$798,814,269 |
| 12 | U.S. COAST GUARD | \$28,783,622 | \$712,247,652 | \$741,031,274 |
| 13 | DEPARTMENT OF VETERANS AFFAIRS | \$275,510,677 | \$349,080,659 | \$624,591,335 |
| 14 | FEDERAL PRISON SYSTEM | \$624,508 | \$566,071,464 | \$566,695,972 |
| 15 | DEPARTMENT OF HOMELAND SECURITY | \$13,439,155 | \$330,318,767 | \$343,757,922 |
| 16 | U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) | \$8,249,658 | \$311,563,914 | \$319,813,573 |
| 17 | DEFENSE MICROELECTRONICS ACTIVITY (DMEA) | \$0 | \$299,458,319 | \$299,458,319 |
| 18 | NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION | \$11,124,245 | \$281,918,278 | \$293,042,523 |
| 19 | MISSILE DEFENSE AGENCY (MDA) | \$4,170,499 | \$273,499,619 | \$277,670,118 |
| 20 | BUREAU OF IMMIGRATION AND CUSTOMS ENFORCEMENT | \$1,567,778 | \$267,246,049 | \$268,813,826 |
| GRAND TOTAL | | \$1,110,771,768 | \$73,770,523,876 | \$74,881,295,644 |

HUB ZONE Revenue by Top 20 Agencies using 51V NAICS Codes

| RANK | AGENCY | SBA CERTIFIED HUB ZONE | OTHER THAN SBA CERTIFIED HUB ZONE | FY10 TOTAL |
|-------------|--|---------------------------|---|------------------|
| 1 | DEPARTMENT OF THE NAVY | \$264,492,084 | \$23,638,697,866 | \$23,903,189,950 |
| 2 | DEPARTMENT OF THE ARMY | \$340,267,375 | \$19,354,466,065 | \$19,694,733,440 |
| 3 | DEPARTMENT OF ENERGY | \$13,680,209 | \$8,618,869,435 | \$8,632,549,644 |
| 4 | DEPARTMENT OF THE AIR FORCE | \$60,617,428 | \$6,930,175,539 | \$6,990,792,967 |
| 5 | PUBLIC BUILDINGS SERVICE | \$45,963,855 | \$4,784,145,542 | \$4,830,109,397 |
| 6 | NASA | \$37,459,802 | \$2,284,605,950 | \$2,322,065,752 |
| 7 | AGENCY FOR INTERNATIONAL DEVELOPMENT | \$371,318 | \$1,230,250,339 | \$1,230,621,657 |
| 8 | DEPARTMENT OF STATE | \$39,564,778 | \$936,281,033 | \$975,845,811 |
| 9 | NATIONAL INSTITUTES OF HEALTH | \$2,702,254 | \$922,906,629 | \$925,608,883 |
| 10 | FEDERAL AVIATION ADMINISTRATION | \$407,471 | \$841,681,541 | \$842,089,012 |
| 11 | OFFICE OF PERSONNEL MANAGEMENT | \$0 | \$798,814,269 | \$798,814,269 |
| 12 | U.S. COAST GUARD | \$20,490,376 | \$720,540,898 | \$741,031,274 |
| 13 | DEPARTMENT OF VETERANS AFFAIRS | \$38,740,676 | \$585,850,659 | \$624,591,335 |
| 14 | FEDERAL PRISON SYSTEM | \$0 | \$566,695,972 | \$566,695,972 |
| 15 | DEPARTMENT OF HOMELAND SECURITY | \$538,338 | \$343,219,584 | \$343,757,922 |
| 16 | U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) | \$703,538 | \$319,110,035 | \$319,813,573 |
| 17 | DEFENSE MICROELECTRONICS ACTIVITY (DMEA) | \$0 | \$299,458,319 | \$299,458,319 |
| 18 | NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION | \$4,568,713 | \$288,473,810 | \$293,042,523 |
| 19 | MISSILE DEFENSE AGENCY (MDA) | \$0 | \$277,670,118 | \$277,670,118 |
| 20 | BUREAU OF IMMIGRATION AND CUSTOMS ENFORCEMENT | \$808,596 | \$268,005,231 | \$268,813,826 |
| GRAND TOTAL | | \$871,376,809 | \$74,009,918,835 | \$74,881,295,644 |

Woman Owned Revenue by Top 20 Agencies using o3FAC NAICS Codes

| RANK | AGENCY | WOMAN OWNED | OTHER THAN WOMAN OWNED | FY10 TOTAL |
|-------------|---|-----------------|------------------------|------------------|
| 1 | DEPARTMENT OF THE NAVY | \$604,838,544 | \$23,298,351,406 | \$23,903,189,950 |
| 2 | DEPARTMENT OF THE ARMY | \$596,929,575 | \$19,097,803,865 | \$19,694,733,440 |
| 3 | DEPARTMENT OF ENERGY | \$40,843,350 | \$8,591,706,295 | \$8,632,549,644 |
| 4 | DEPARTMENT OF THE AIR FORCE | \$222,907,269 | \$6,767,885,698 | \$6,990,792,967 |
| 5 | PUBLIC BUILDINGS SERVICE | \$159,262,996 | \$4,670,846,402 | \$4,830,109,397 |
| 6 | NASA | \$78,047,919 | \$2,244,017,833 | \$2,322,065,752 |
| 7 | AGENCY FOR INTERNATIONAL DEVELOPMENT | \$40,653,221 | \$1,189,968,435 | \$1,230,621,657 |
| 8 | DEPARTMENT OF STATE | \$92,800,749 | \$883,045,062 | \$975,845,811 |
| 9 | NATIONAL INSTITUTES OF HEALTH | \$23,749,813 | \$901,859,069 | \$925,608,883 |
| 10 | FEDERAL AVIATION ADMINISTRATION | \$41,675,313 | \$800,413,699 | \$842,089,012 |
| 11 | OFFICE OF PERSONNEL MANAGEMENT | \$51,410,938 | \$747,403,332 | \$798,814,269 |
| 12 | U.S. COAST GUARD | \$22,279,941 | \$718,751,333 | \$741,031,274 |
| 13 | DEPARTMENT OF VETERANS AFFAIRS | \$31,310,052 | \$593,281,283 | \$624,591,335 |
| 14 | FEDERAL PRISON SYSTEM | \$4,460,385 | \$562,235,587 | \$566,695,972 |
| 15 | DEPARTMENT OF HOMELAND SECURITY | \$13,121,784 | \$330,636,138 | \$343,757,922 |
| 16 | U.S. SPECIAL OPERATIONS COMMAND (USSOCOM) | \$21,495,678 | \$298,317,895 | \$319,813,573 |
| 17 | DEFENSE MICROELECTRONICS ACTIVITY (DMEA) | \$0 | \$299,458,319 | \$299,458,319 |
| 18 | NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION | \$23,724,212 | \$269,318,311 | \$293,042,523 |
| 19 | MISSILE DEFENSE AGENCY (MDA) | \$8,093,515 | \$269,576,603 | \$277,670,118 |
| 20 | BUREAU OF IMMIGRATION AND CUSTOMS ENFORCEMENT | \$7,365,889 | \$261,447,937 | \$268,813,826 |
| GRAND TOTAL | | \$2,084,971,143 | \$72,796,324,501 | \$74,881,295,644 |

03 FAC Market Conditions



Top 10 - 03FAC Growth SINS (GFY2009 – GFY2010)

| SIN | SIN DESCRIPTION | FY10 Total | Growth Amt. |
|-------------|---------------------------------------|---------------|--------------|
| 811 002 | Complete Facilities Maintenance | \$122,619,963 | \$32,258,259 |
| 871 209 | Innovations in Energy | \$16,961,409 | \$16,157,279 |
| 871 207 | Energy Audit Services | \$8,462,325 | \$6,978,345 |
| 811 005 | Refrigeration, HVAC, HVAC Maintenance | \$32,508,553 | \$6,774,395 |
| 871 202 | Energy Mgmt. Planning and Strategy | \$8,586,033 | \$5,930,713 |
| 871 206 | Building Commissioning Services | \$6,989,590 | \$5,213,367 |
| 811 003 | Complete Facilities Management | \$43,125,467 | \$3,147,244 |
| 371 001 | Grounds Maintenance | \$12,063,648 | \$2,612,320 |
| 871 210 | Water Conservation | \$2,979,556 | \$2,579,305 |
| 871 204 | Metering Services | \$1,751,952 | \$1,751,952 |
| Grand Total | | \$260,048,496 | \$83,403,179 |



Analysis: Expect continued growth in Facilities Maintenance and Energy audits.

Top 5 - 03FAC SIN Changes (GFY2009 – GFY2010)

| SIN | SIN DESCRIPTION | FY10 Total | Amount Change |
|-------------|--|--------------|---------------|
| 811 1000 | Other Direct Costs | \$1,527,680 | -1,883,340 |
| 561 001 | Fire Alarm System Preventative Maintenance and repair Services | \$9,326,910 | - 1,236,382 |
| 561 002 | Water based Fire Suppression System Preventative Maintenance and Repair Services | \$6,035,681 | - \$500,249 |
| 541 099 | Introduction of New Services | \$1,500,619 | - 164,488 |
| 812 001 | Dry Docking Services | \$661,467 | - \$74,898 |
| Grand Total | | \$19,052,357 | - \$3,711,357 |



Analysis: Fire Alarm preventative maintenance decline may be due to more leased real estate where the property owners are responsible for maintenance.

GSA's Sustainability impact on Schedule 03FAC



GSA: Strategically Sustainable

GSA will eliminate its impact on the natural environment and use its government-wide influence to reduce the environmental impact on the federal government.

~ GSA Sustainability Plan

Source: gsa.gov

GSA practices...

- Using Materials within 500 miles of building site
- Landscaping not irrigated
- Water savings from low flow fixtures, dual flush toilets, and waterless urinals.
- Wood from FSC sustainably managed forests
- Green power purchases
- Preservation of old-growth trees
- High efficiency chillers, boilers, and fume hoods
- Recycled building materials
- Low-VOC paints
- Solar Power
- High-efficiency lighting



Source: gsa.gov

Proven green practices in recent news....

- January 14, 2011 – MLK Memorial, Atlanta, GA
 - “The renovation showcases many “green” technologies and historic preservation practices. For example, all materials used were either recycled or manufactured within 500 miles of the site to cut down on the environmental impact of the renovation. GSA also cut the buildings’ long term energy use by installing an adjustable lighting system that takes into account natural light, low flow plumbing fixtures, and an insulated and reflective roof to help regulate the temperature inside the building. To preserve the historic building, approximately 6,000 façade stones were removed, tagged and cataloged for precise replacement in their original location. Inside, original paint colors, plaster and stonework were restored.”

Source: gsa.gov

Long Term Goals...

- GSA's zero carbon footprint
- DOE's Zero-Net Energy Commercial Building Initiative to make commercial buildings capable of generating as much energy as they consume by 2025
- Continued emphasis of sustainable responsibility placed on contractors in RFP process
- Minimization of consumption of energy, water and materials.
- RFP's requiring proof of contractors' sustainability credentials
- Sustainable communities to become more common

Source: gsa.gov

o3FAC Solutions to achieve GSA's Sustainability goal



Comprehensive Professional Energy Services (CPES) BPA

- Established December 31, 2009
- Historical Task Order Data is under \$9M
- Under the ARRA, 32 Federal Government Agencies and Departments, including GSA, were apportioned over \$53 billion

| Year | Time Period |
|----------------|---|
| Base Year | December 31, 2009 through December 31, 2010 |
| Option Year 2: | January 1, 2011 – December 31, 2011 |
| Option Year 3: | January 1, 2012 – December 31, 2012 |
| Option Year 4: | January 1, 2013 – December 31, 2013 (optional based on performance) |
| Option Year 5: | January 1, 2014 – December 31, 2014 (optional based on performance) |

Source: GSA's CPES BPA fact sheet (December 2010)

BPA Holders Per Region

| GSA Region Name | GSA Region Number | Number of BPA Holders* |
|--|-------------------|------------------------|
| New England | 1 | 18 |
| Northeast and Caribbean | 2 | 18 |
| Mid -Atlantic | 3 | 19 |
| Southeast Sunbelt Region | 4 | 18 |
| Great Lakes | 5 | 18 |
| Heartland | 6 | 18 |
| Greater Southwest | 7 | 17 |
| Rocky Mountain | 8 | 19 |
| Pacific Rim | 9 | 17 |
| Northwest/Arctic | 10 | 18 |
| National Capital Region /Central Office | 11 | 18 |

Source: GSA's CPES BPA

BPA Holders (1)

| Contractor/Team Lead | Contractor/Team | Business |
|-------------------------------------|--------------------------------------|--|
| AMEC Earth and Environmental | Contractor | Other than Small Business |
| Ameresco Federal Solutions, Inc | Contractor | Other than Small Business |
| Boreal Energy Services Team | Team | Small Business |
| LPB Energy Management | Boreal's Team Partner | Small Business |
| Farnsworth Group, Inc. | Boreal's Team Partner | Other than Small Business |
| Michael Baker Jr., Inc. | Team | Other than Small Business |
| Working Buildings | Michael Baker Jr., Inc. Team Partner | Small Business |
| Constellation Energy | Contractor | Other than Small Business |
| DEI Consulting | Contractor | Small Business |
| Ecology and Environment, Inc | Team | Other than Small Business |
| Boreal Renewable Energy Development | Ecology's Team Partner | Small Business |
| Farnsworth Group, Inc | Ecology's Team Partner | Other than Small Business |
| Emcor Energy Services | Contractor | Other than Small Business |
| Engineering Economics, Inc. | Contractor | Other than Small Business |
| Enviro-Management & Research (EMR) | Team | SBA Certified Small Disadvantaged Business |
| Alliance Environmental LLC | EMR's Team Partner | Other than Small Business |

Source: GSA's CPES BPA fact sheet (December 2010)

BPA Holders (2)

| Contractor/Team Lead | Contractor/Team | Business |
|---|-------------------------------------|--|
| Geo-Marine, Inc | Team | Other than Small Business |
| Burns & Roe Service Corporation | Geo-Marine's Team Partner | Other than Small Business |
| Karges-Faulconbridge, Inc. | Team | Other than Small Business |
| McFarlane, Inc. | Karges-Faulconbridge's Team Partner | SBA Certified Small Disadvantaged Business - (8a) / Hub Zone |
| Novi Energy, LLC | Team | SBA Certified Small Disadvantaged Business - (8a) |
| SAIC | Novi's Team Partner | Other than Small Business |
| Sain Engineering Associates | Contractor | Small Business |
| SCS Engineering (Stearns, Conrad and Schmidt) | Contractor | Other than Small Business |
| Shaw Environmental and Infrastructure, Inc. | Contractor | Other than Small Business |
| Steven Winter Associates | Team | Other than Small Business |
| Alliance Environmental LLC | Steven Winter's Team Partner | Other than Small Business |
| TEC, Inc | Contractor | Other than Small Business |
| Tetra Tech EM, Inc. | Contractor | Other than Small Business |
| Versar, Inc. | Contractor | Other than Small Business |
| Working Buildings | Team | Small Business |
| Willdan Energy Solutions | Working Buildings' Team Partner | Other than Small Business |

Source: GSA's CPES BPA fact sheet (December 2010)

CPES Activity

- CPES is gaining traction
- CPES Is a very good vehicle that can be used by Agencies, whether they have their own Contracting Officer or whether they use GSA assisted acquisition services
- To date, the first year value of the task orders has reached almost \$10M through the award of several task orders. The value with options exceeds \$10M
- Agencies placed much of their Recovery dollars on contract in FY2010. Future requirements are taking into consideration budget cuts and issues related to the continuing resolution.
- Several agencies expect additional RFQs shortly
- At this point, GSA has not made a decision whether to implement "on-ramping & off-ramping". So for now, the pool of 21 BPA Holders is closed.

Source: CPES Program Manager

Current Task Order Customers

- GSA Public Building Services – Metering Services & Energy Audits
- Architect of the Capitol – Energy Management Support
- Department of Homeland Security – Energy & Water Audits
- VA NEBC – Advanced Metering
- US Coast Guard – Advanced Metering Service
- US Fish and Wildlife Service - Audits
- Social Security Administration
- Department of Defense

Source: CPES Program Manager

Looking Ahead

Upcoming o3FAC Market Opportunities



Early Stage

03 FAC Market Opportunities...

Early Stage

Renewable Energy Technologies – Energy and Water Conservation Services for Navy Facilities

- It is intended to provided the use of renewable energy technologies, acquire energy and water conservation services, reduce water and energy costs. Work will include lighting, HVAC systems utility systems, civil engineering, cathodic protection, facility improvements, environmental engineering, water and waste water system design and operation.
- Solicitation Number: Unavailable Estimated Value: 500M
- Solicitation: N6258310R0333 POC: Meadow Olsson 805.982.4566

Early Stage

Professional, Administrative and Management Support Services for Pollution Prevention (P2) TECHNOLOGY Development Contract

- The NFESCs emphasis, are on technologies that reduce hazardous waste generation through process modification, material substitution, or recycling; solid waste and hazardous material management; industrial oily waste treatment to levels approaching or achieving zero discharge; and air pollution issues that impact Navy industrial processes.
- Estimated Date: Unavailable Estimated Value: Unavailable
- Solicitation: N6258308P2tec POC: Richard Lee (richard.lee@navy.mil)

03 FAC Market Opportunities...

Early Stage

- **Construct New Ambulatory Surgery Clinic, Lackland AFB, TX**
- The work will include installation of intrusion detection system (IDS) and provide connection to the energy monitoring control system . This project will be constructed to qualify for, as a minimum, the Silver rating as defined by the US Green Building Council Leadership in Energy and Environmental Design (LEED). This project will also include demolition including abatement of hazardous material.
- Estimated Date: Not available Estimated Value: \$500M
- Solicitation: W9128F09S0001 POC: Paulina Poleuktova 402.995.2091

Early Stage

- **A-E Services for the IRS Real Estate and Facilities Management**
- The Internal Revenue Service (IRS) requires architectural and engineering services, project monitoring, technical assistance and program support services for the IRS Real Estate and Facilities Management (REFM) Division, National Office headquarters, business units divisions/functions and their associated territory, area and industry offices, ten (10) submission processing/customer services sites, several customer services sites, and three (3) computing centers and other various posts.
- Estimated Date: November 2011 Estimated Value: \$60M
- Solicitation: TIRNO11R00006 POC: Edith Benton 202 283-1105

03 FAC Market Opportunities...

Early Stage

- **Consulting Service for Facility Utilities and Energy Conservation Review and Analysis**

- The Indiana Department of Administration may have a requirement for consulting services related to facility utilities and energy conservation review/analysis. Building systems impacting all utilities should be considered for review analysis.
- Estimated Date: Not available
- Solicitation: RFI 10-46

Estimated Value: Not available

POC: Rob Wynkoop 317.234.3185

Early Stage

- **Renewable Energy Generation Facilities Opportunities at Marine Corpsair Station Yuma**

- The Department of the Navy (DoN) seeks to identify interest and sources for potentially developing renewable energy generation facilities at Marine Corps Air Station Yuma, Arizona compatible with the station's operational mission. The DoN is seeking information on developments that would generate power for sale on the wholesale market, for local consumption at MCAS Yuma, and/or for consumption at other military installations in the southwest via an interagency agreement with the Western Area Power Administration.
- Estimated Date: Not available
- Solicitation: N6258310RYUMA

Estimated Value: Not available

POC: Maria Nailat

Pre-RFP

03 FAC Market Opportunities...

Pre-RFP

- **IDIQ Design Build for High Performance Green Building Projects**
- The general scope of work for the proposed project includes lighting replacement to decrease energy consumption; installation of high performance HVAC components ; building tune ups; roof membranes installed in locations suitable for solar generation. This is a new requirement.
- Estimated Due Date: April 2011 Estimated Value: \$75M
- Solicitation Number: GS11P10YAD0031 POC: Wendell Atkinson 202.260.1099

Pre- RFP

- **Clean Energy IDIQ Contract for Critical Priority Countries**
- Through the Clean Energy IDIQ Contract for CPCs and the task orders that will be issued under it, USAID will fund technical assistance in CPCs to provide access to reliable and affordable clean energy, demonstrate the use of innovative technologies, and assist with the transition to low carbon development trajectory.
- Estimated Due Date: May 2011 Estimated Value: \$400M
- SOLOAA10000022 POC: Roxane Wiser 202.712.0446

03 FAC Market Opportunities...

Pre-RFP

- **IDIQ for Maintenance Repair, and Construction Services at the various National Guard Facilities in Rhode Island**
- Work includes interior and exterior renovations, heating and air-conditioning, HVAC controls, plumbing, fire suppression, interior and exterior electrical lighting, fire and intrusion alarms, communications, limited utilities, site-work, landscaping, fencing, masonry, roofing, and construction of new facilities.
- Estimated Due Date: April 2011
- Solicitation: W912LD10R0001
- Estimated Value: \$20M
- POC: Mona Morin 401.275.4248

Pre-RFP

- **GSA Carbon Footprint Tool**
- It is intended to provided the use of renewable energy technologies, acquire energy and water conservation services, reduce water and energy costs. Work will include lighting, HVAC systems utility systems, civil engineering, cathodic protection, facility improvements, environmental engineering, water and waste water system design and operation.
- Estimated Due Date: Unavailable
- Solicitation: carbon_footprint_tool
- Estimated Value: Unavailable
- POC: Adam Jones 703.605.2798

03 FAC Market Opportunities...

Pre-RFP

- **Building Operations and Maintenance at the HUD HQ Building**
- The Department of Housing and Urban Development (HUD) Philadelphia Contracting Operations Branch has a requirement to perform Building Operations and Maintenance services in support of the Robert C. Weaver Building located at 451 Seventh Street SW, Washington.
- Estimated Due Date: April 2011 Estimated Value: Unavailable
- Solicitation: RPHI01124 POC: Maureen Muscilli

Questions?

Bill Gormley
President and CEO



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